

Groupe SEB

# Sales Forecast

For Hong Kong and Taiwan

dlie  
9/27/2016

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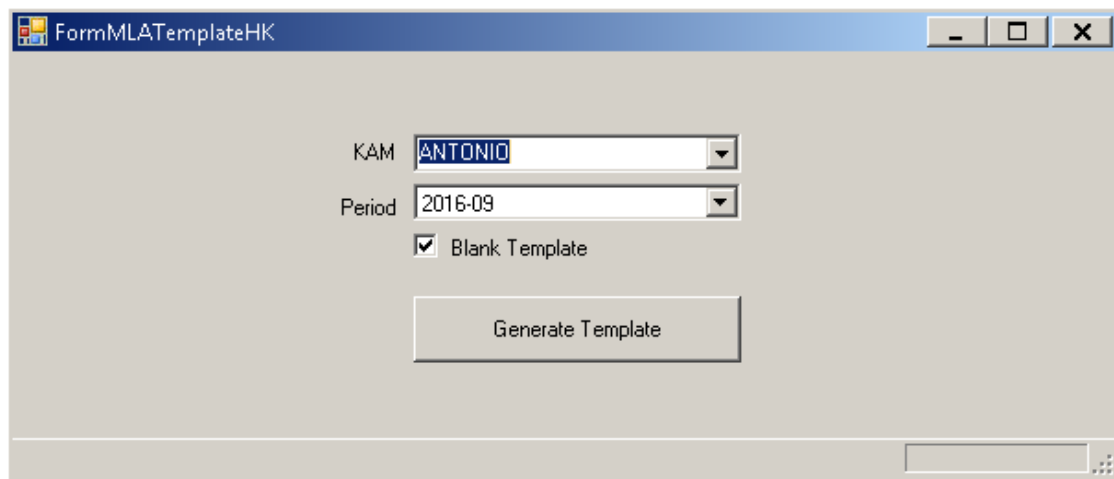
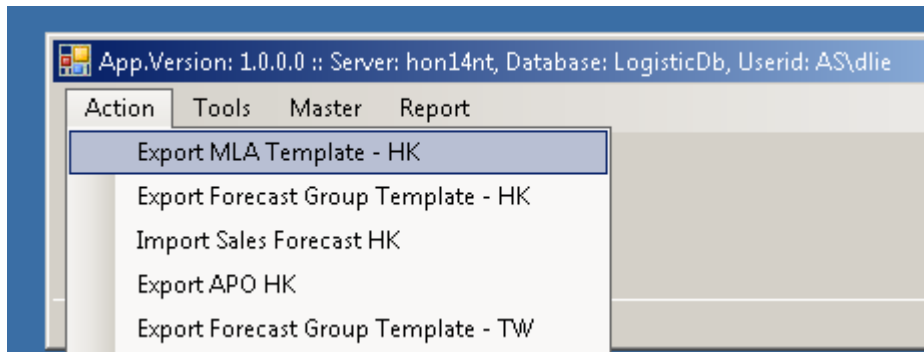
# Sales Forecast User Guide

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## 1 Preparing Excel Template for data input

### 1.1 HK MLA Template

Action > Export MLA Template – HK

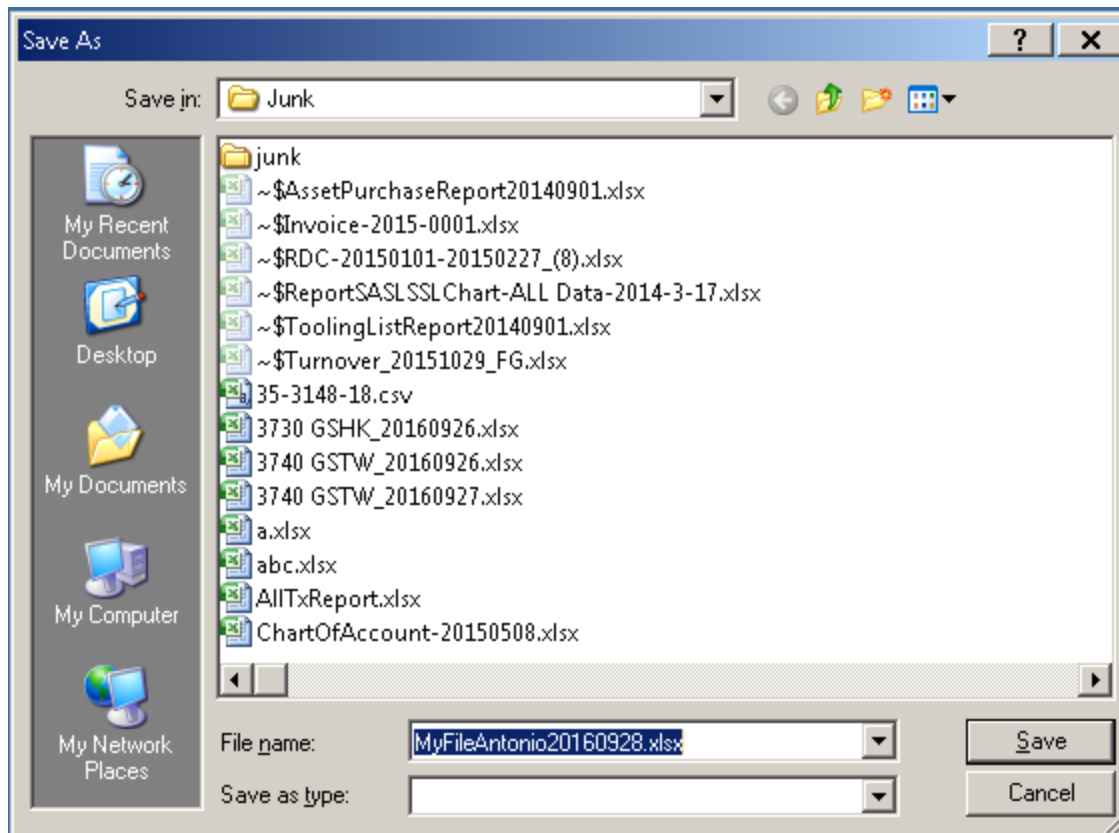
A screenshot of a dialog box titled 'FormMLATemplateHK'. It contains two dropdown menus: 'KAM' with 'ANTONIO' selected, and 'Period' with '2016-09' selected. Below these is a checkbox labeled 'Blank Template' which is checked. At the bottom center is a button labeled 'Generate Template'. The dialog box has standard Windows window controls (minimize, maximize, close) in the top right corner.

Period: is the first month shown in your template

Blank Template :

checked : no sales forecast data displayed  
unchecked : display data from previous import

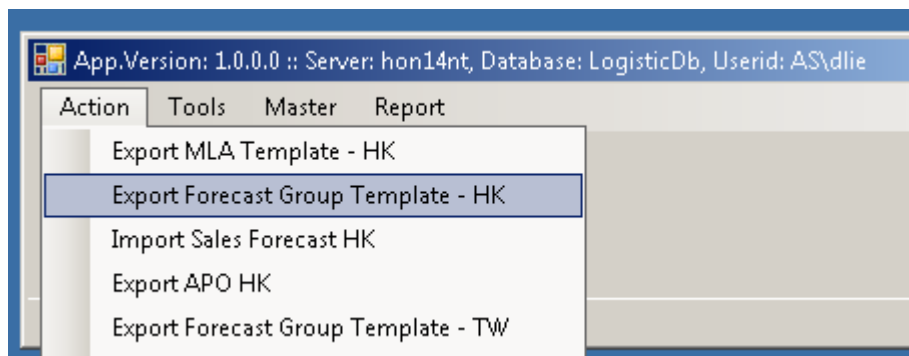
- Click Generate Template Button

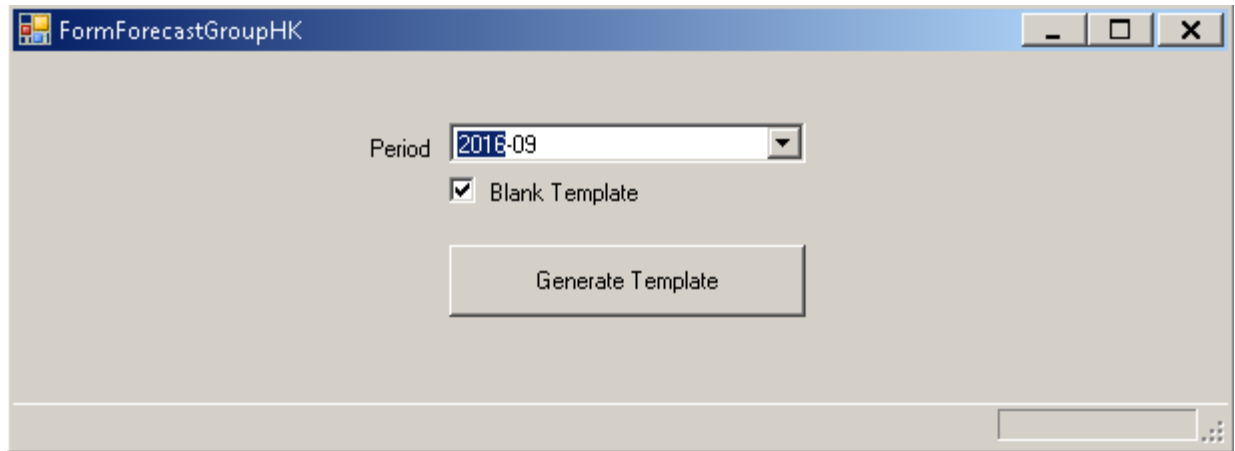


- Select the Folder Destination, click Save Button to continue.

## 1.2 HK Forecast Group Template

Action > Export Forecast group Template – HK





Period: is the first month shown in your template

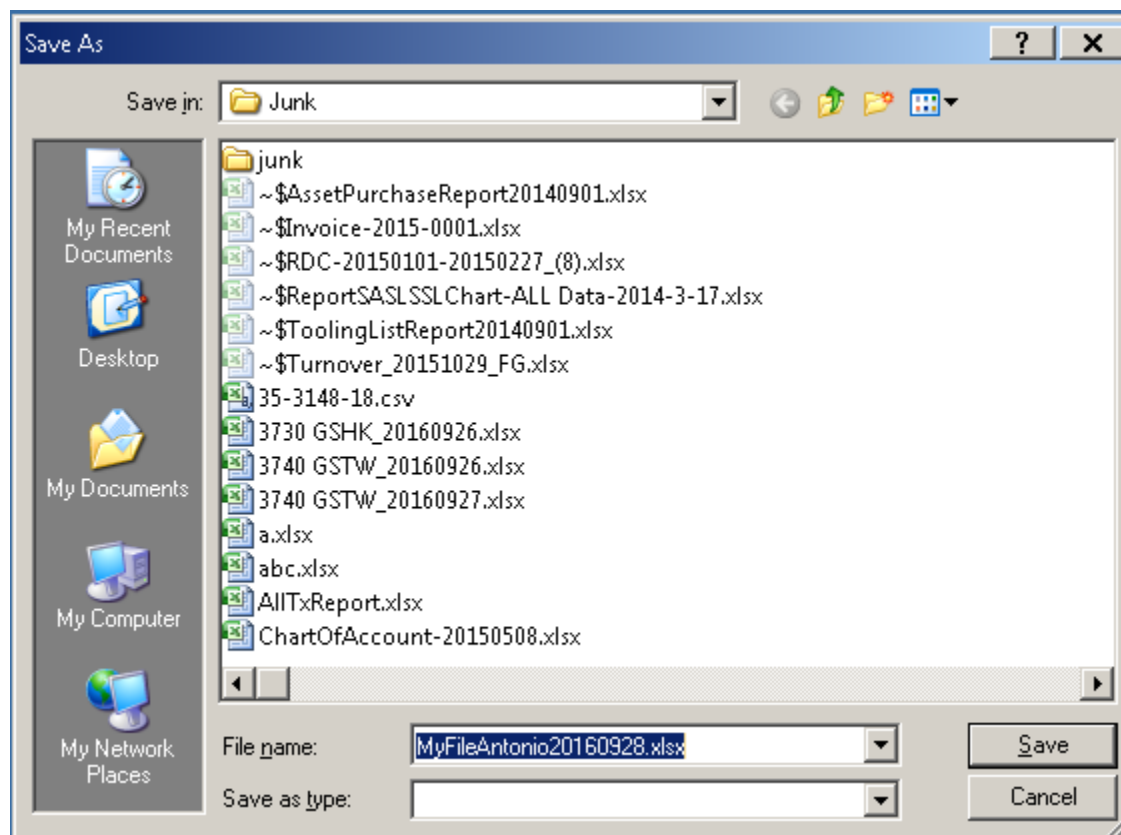
Blank Template :

checked : no sales forecast data displayed (month 7 to 12)

unchecked : display data from previous import (month 7 to 12)

For month 1 - 6, the data coming from MLA Sales Forecast.

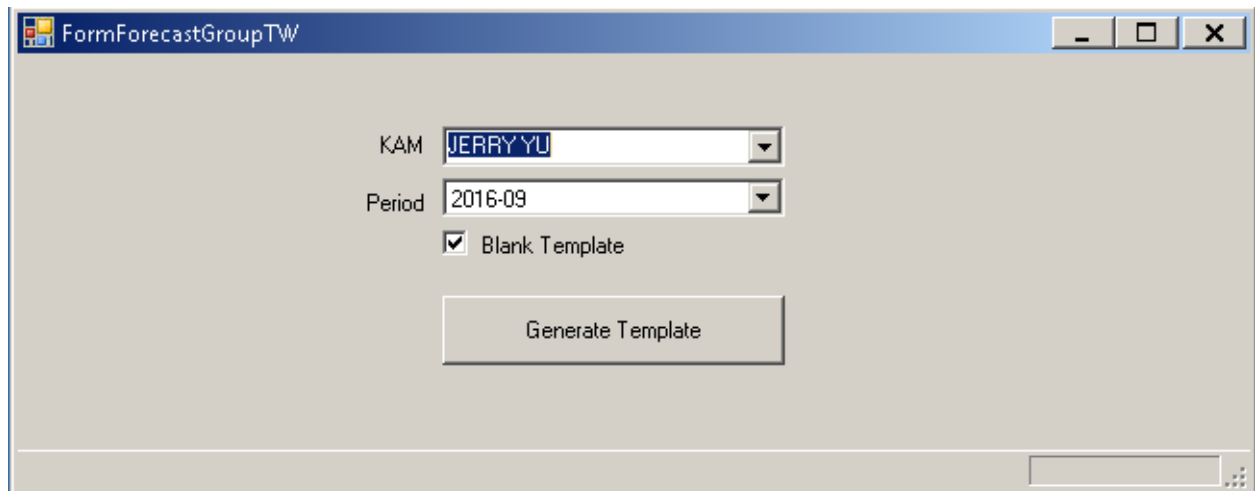
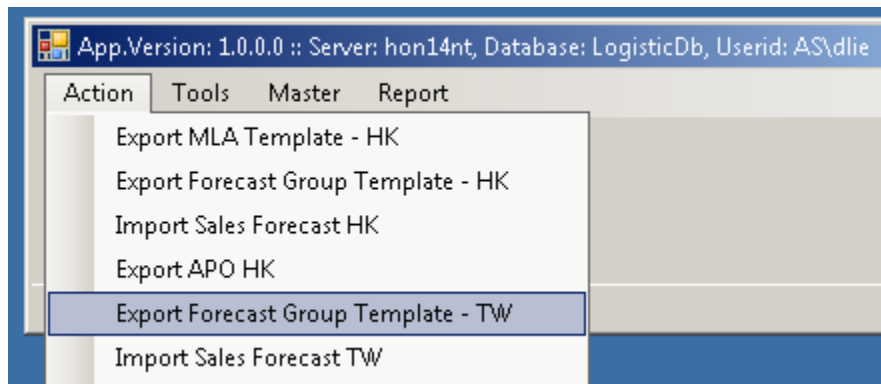
- Click Generate Template Button



- Select the Folder Destination, click Save Button to continue.

### 1.3 TW Forecast Group Template

Action > Export Forecast Group Template – TW



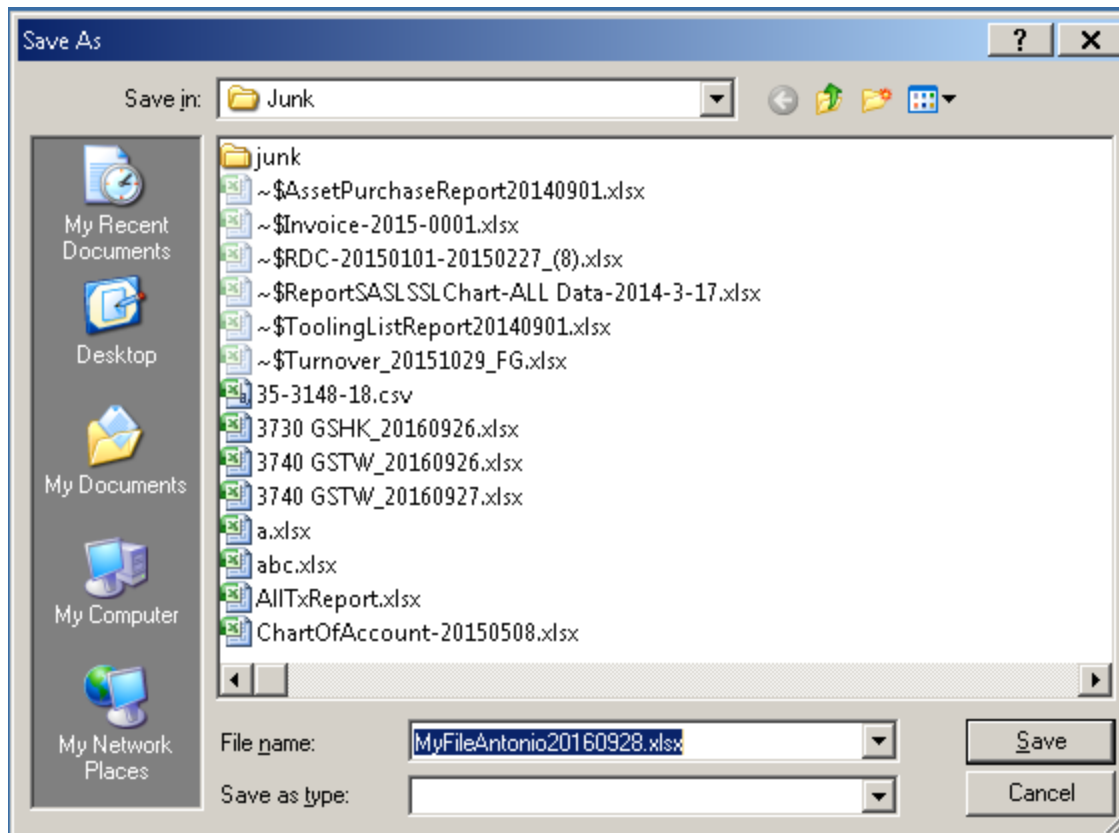
Period: is the first month shown in your template

Blank Template :

checked : no sales forecast data displayed

unchecked : display data from previous import

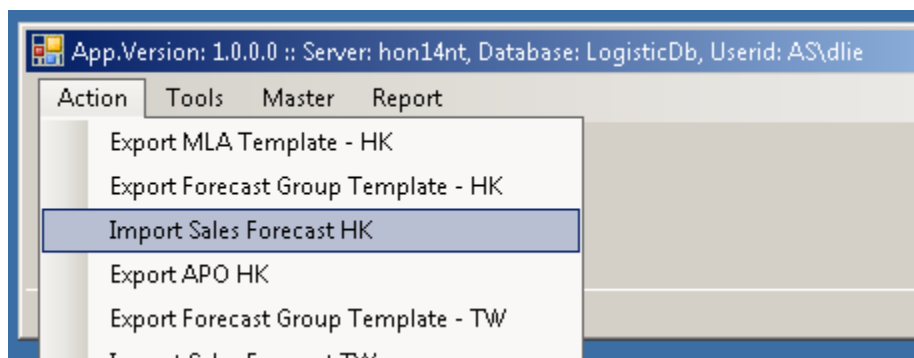
- Click Generate Template Button

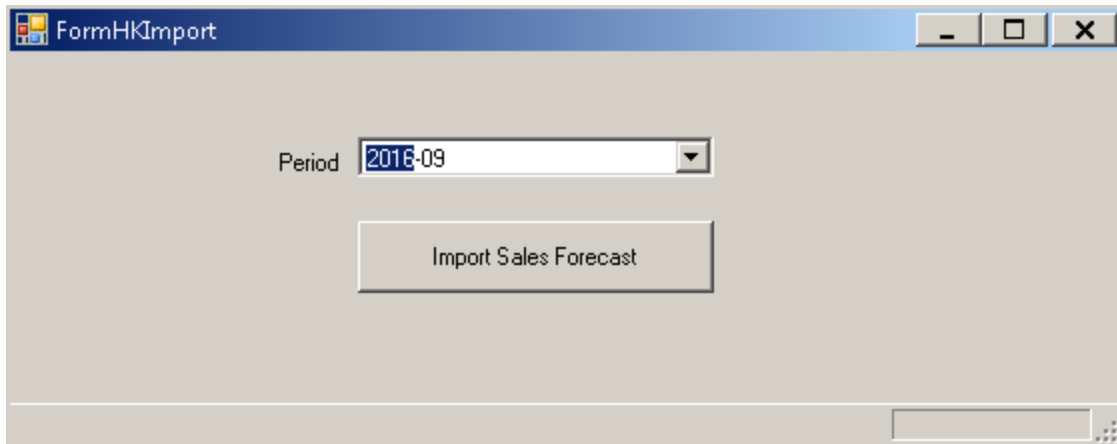


- Select the Folder Destination, click Save Button to continue.

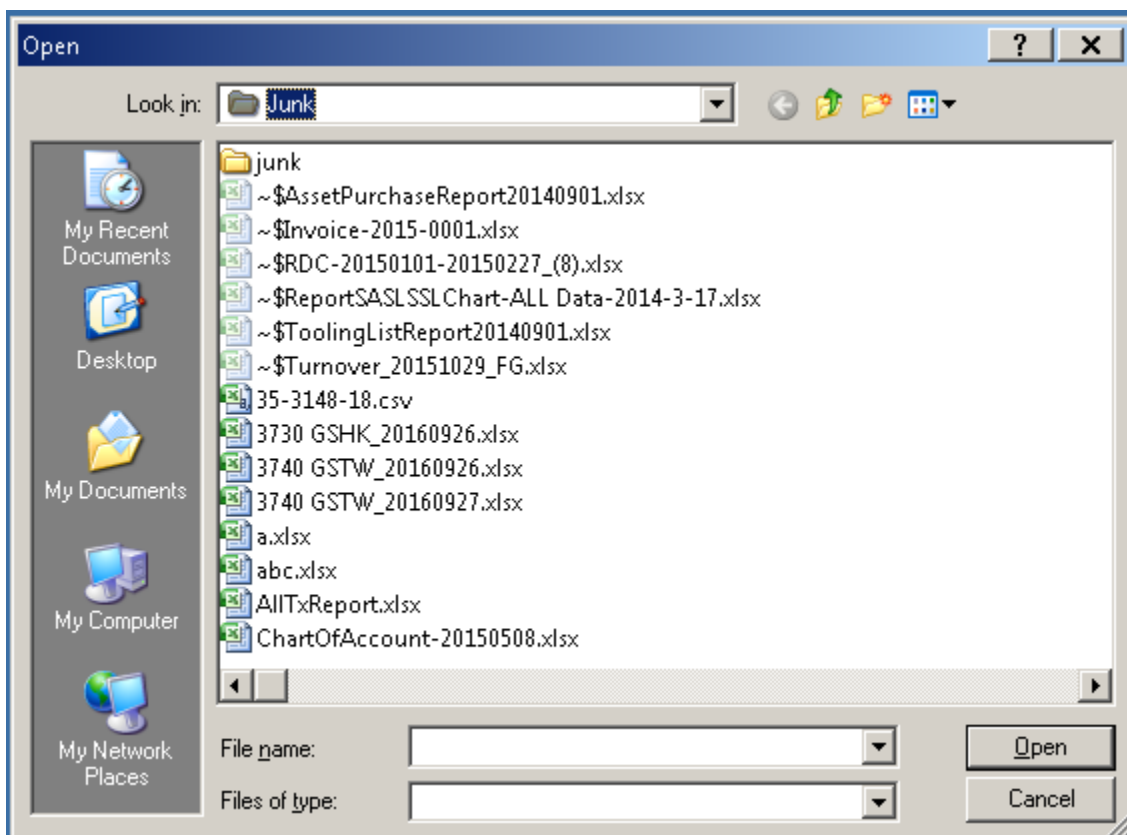
## 2 Import Excel Template to Database (HK/TW)

Action > Import Sales Forecast





- Click Import Sales Forecast Button

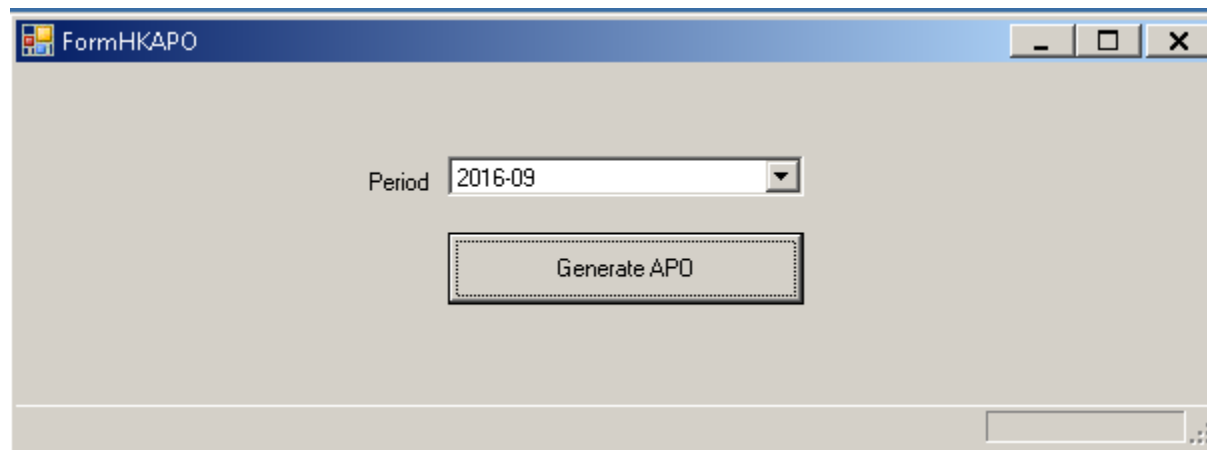
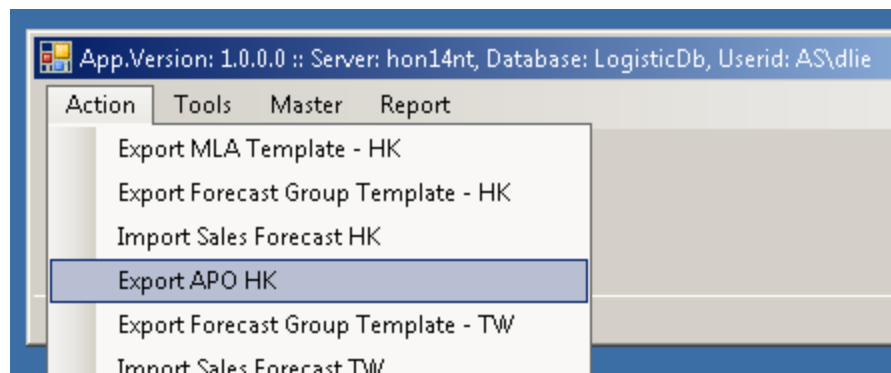


- Locate your file, Click Open button to continue.

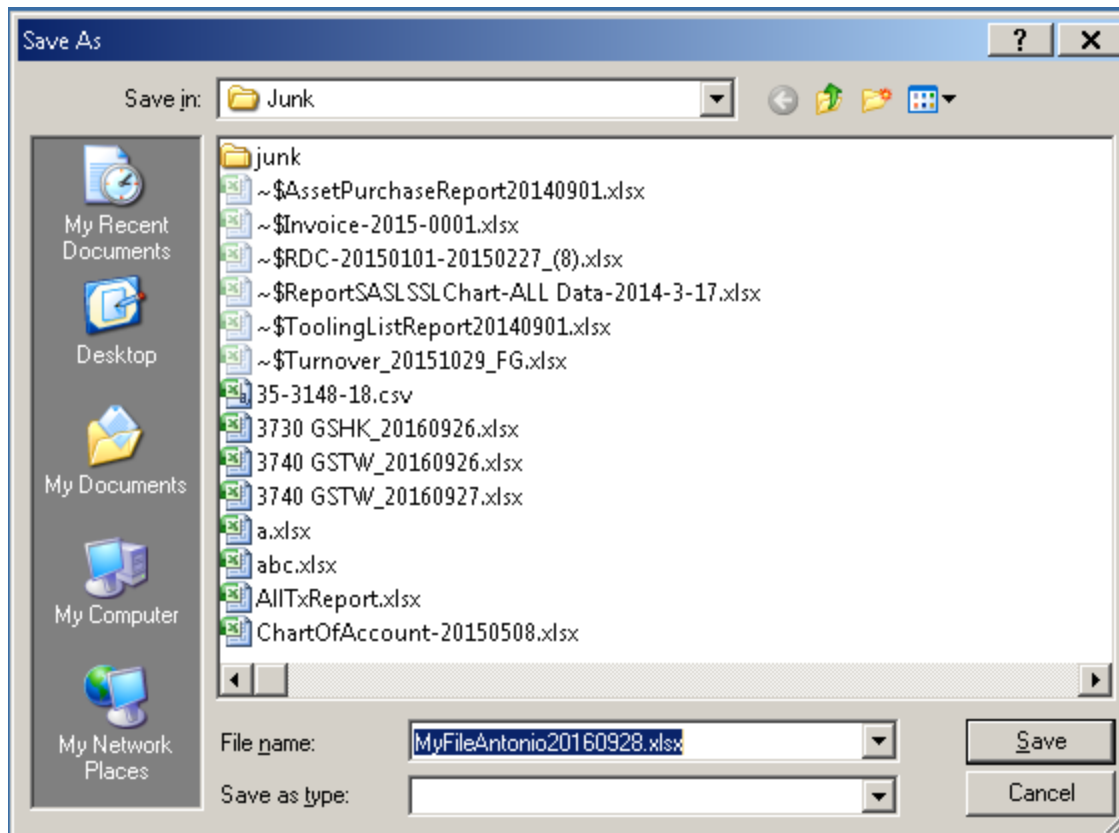
### 3 Export APO Excel File (HK/TW)

Action > Export APO





- Click Generate APO Button

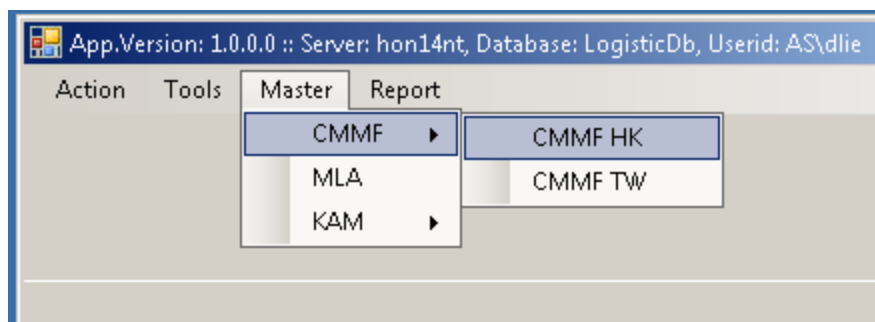


- Select the Folder Destination, click Save Button to continue.

## 4 Master File

### 4.1 CMMF HK

Master > CMMF > CMMF HK



FormCMMF									
Add Update Delete Commit to DB Refresh Filter					Import Avg NSP Price				
	CMMF	Origin	Brand	Reference	Description	Company Status	Status	Product Segmentation	Product Line
▶	1110030549	Europe	Rowenta	DW6010G1	DW6010G1 STEAM IRON	40	NEW	Standard	1 - LINE
	1110030630	Europe	Rowenta	DW5110G1	DW5110G1 STEAM IRON	40	NEW	Standard	1 - LINE
	1110030666	Europe	Rowenta	DW9230M1	DW9230M1 STEAMFORCE DW9230 STEAM IRON	50	ALIVE	Standard	1 - LINE
	1500573411	China	Tefal	TT356171	TT356171 TOAS EXPRESS 3S BL/CHB HK/SG	50	ALIVE	Standard	6 - ELE
	1500573424	China	Tefal	TT357170	Tefal Toaster Express			Standard	6 - ELE
	1500576611	China	Tefal	TT550015	TEFAL TOASTER (HKTV)		NEW	HKTV	6 - ELE
	1500578133	China	Tefal	TT111071	TT111071 TOAS PRINCIPIO MINI 2S WHT HK	50	ALIVE	Standard	6 - ELE
	1500636317	China	Tefal	SM155152	SM155152 SDW ULTRACOMPACT SILVER CUTTING	50	ALIVE	Standard	6 - ELE
	1500636375	China	Tefal	ZN355H66	ZN355H66 JUI ELEA DUO CHA HK	50	ALIVE	Standard	7 - FOC
	1500637098	China	Tefal	ZE585H65	ZE585H65 JUI EASY FRUIT 700W CHA ASIA	50	ALIVE	Standard	7 - FOC
	1500637175	China	Tefal	SW856D65	SW856D65 SDW SNACK COLLECTION 3BOX ASIAN	50	ALIVE	Standard	6 - ELE
	1500813215	China	Krups	GVX231	GVX231 CFG KRUPS BURR COFFEE GRINDER	50	ALIVE	Standard	7 - FOC
	1500814162	China	Tefal	HT410162	HT410162 HMX PREPLINE 450W WHT HK	50	ALIVE	Standard	7 - FOC
	1500814362	China	Tefal	HT412162	HT412162 HMX PREPLINE STAND450 WHT HK	50	ALIVE	Standard	7 - FOC
	1500866739	Europe	Tefal	ZC500H65	ZC500H65 JPR INFINYPRESS REV 300W CHA SG	50	ALIVE	Standard	7 - FOC
	1510001061	Europe	Moulinex	DPA17171	DPA17171 MCHP MLTT DPA1 1000W WHT SG	40	NEW	Standard	7 - FOC
	1510001111	Europe	Tefal	X1010007	GASKET FOR EASY 7.5L RIO RED P462486/ P4624831...				5 - COC
	1510001112	Europe	Tefal	X1010008	GASKET FOR EASY 6L RIO RED P4620766		NEW		5 - COC
	1510001138	Europe	Tefal	FZ751065	ACTIFRY DEEP FRYER		NEW	Standard	6 - ELE

Done.

### Dialog CMMF for Add or Update

DialogCMMF

CMMF

Origin

Brand

Reference

Product Description

Company Status

Status

Product Segmentation

Product Line GPS

Family Name

NSP (USD)

NSP (HKD)

OK

Cancel

### Note:

After you modified the record(s) (Add, Update, Delete), you MUST click button Commit to DB, to save your modification to Database.

Import AVG NSP Price

Text file type : CSV

Format:

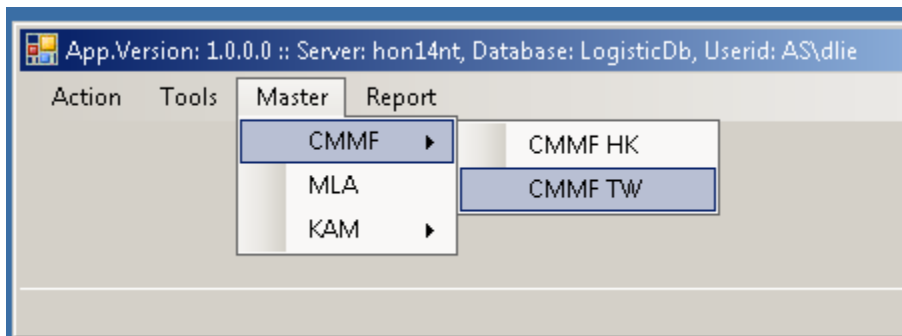
CMMF, AVG NSP (USD), AVG NSP (HKD)

Sample data:

1	CMMF,Ave NSP (USD),Ave NSP (HKD)
2	1110030549,65.392,512.3866297
3	1110030630,47.32722222,370.8379601
4	1110030666,78.23524324,613.0213575
5	1500573411,22.98988417,180.1399142
6	1500573424,19.19809903,150.4496
7	1500576611,37.698,295.3870682
8	1500578133,20.424,160.03463
9	1500636317,16.872,132.2025204
10	1500636375,46.84058299,367.0248418

## 4.2 CMMF TW

Master > CMMF > CMMF TW



FormCMMFTW							
Add Update Delete Commit to DB Refresh Filter							
	CMMF	Local CMMF	Product Type	Sub Product Type	Product Range	Reference No	Chinese Product Description
▶	1500437963		TEFAL	TEFAL PRODUCTS	CLIPSO PLUS	P4371463	法國特福新快易鎖+系列快鍋
	2027437000		TEFAL	TEFAL PRODUCTS	BIENVENUE	27437000	法國特福鍋鏟
	2100045722		TEFAL	TEFAL PRODUCTS	TRIPLY ASIA WOK	C8469412	法國特福超導不銹鋼系列36CM
	2100048773		TEFAL	TEFAL PRODUCTS	TRIPLY ASIA WOK	C8468712	法國特福超導不銹鋼系列32CM
	2100058987		TEFAL	TEFAL PRODUCTS	NATURA IND	E2070602	法國特福NATURA系列28CM不
	2100063376		TEFAL	TEFAL PRODUCTS	FLAVOUR CAST ALUMINIUM	H1153714	法國特福鑄造系列28CM深煎鍋
	2100063377		TEFAL	TEFAL PRODUCTS	FLAVOUR CAST ALUMINIUM	H1154614	法國特福鑄造系列24CM雙耳燉
	2100067633		TEFAL	TEFAL PRODUCTS	Premier	A1760414	法國特福新手系列24CM不沾平
	2100067634		TEFAL	TEFAL PRODUCTS	Premier	A1760514	法國特福新手系列26CM不沾平
	2100067754		TEFAL	TEFAL PRODUCTS	Premier	A1769214	法國特福新手系列28CM不沾平
	2100068582		TEFAL	TEFAL PRODUCTS	CLASSIC	K0250114	法國特福經典系列主廚刀
	2100068583		TEFAL	TEFAL PRODUCTS	CLASSIC	K0250214	法國特福經典系列主廚刀15cm
	2100068584		TEFAL	TEFAL PRODUCTS	CLASSIC	K0250314	法國特福經典系列麵包刀
	2100068585		TEFAL	TEFAL PRODUCTS	CLASSIC	K0250414	法國特福經典系列水果刀
	2100068586		TEFAL	TEFAL PRODUCTS	CLASSIC	K0250514	法國特福經典系列牛排刀
	2100069897		TEFAL	TEFAL PRODUCTS	ENJOY 2 IN 1	K0260114	法國特福快意兩用系列麵杓刮
	2100069900		TEFAL	TEFAL PRODUCTS	ENJOY 2 IN 1	K0260514	法國特福快意兩用系列鍋鏟與
	2100069918		TEFAL	TEFAL PRODUCTS	VITAMINE	K0180504	法國特福VITAMINE系列弧形刮
	2100069921		TEFAL	TEFAL PRODUCTS	VITAMINE	K0181404	法國特福VITAMINE系列攪拌棒
	2100069923		TEFAL	TEFAL PRODUCTS	VITAMINE	K0181504	法國特福VITAMINE系列烘培刀
	2100069926		TEFAL	TEFAL PRODUCTS	VITAMINE	K0181804	法國特福VITAMINE系列烘培扇
	2100069927		TEFAL	TEFAL PRODUCTS	VITAMINE	K0181904	法國特福VITAMINE系列餅麵棍
	2100069928		TEFAL	TEFAL PRODUCTS	VITAMINE	K0182004	法國特福VITAMINE系列烘培盤

Done.

Dialog CMMF for Add or Update

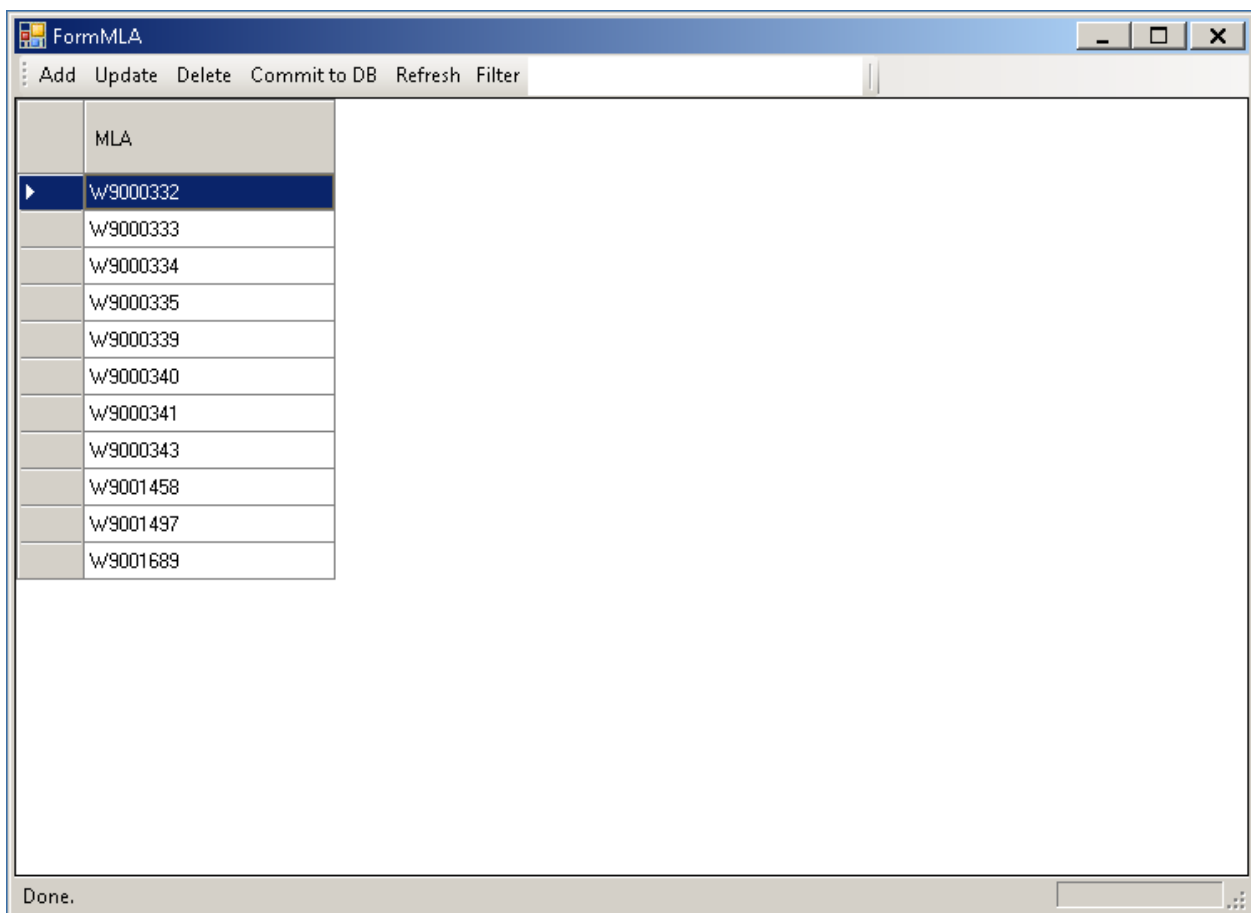
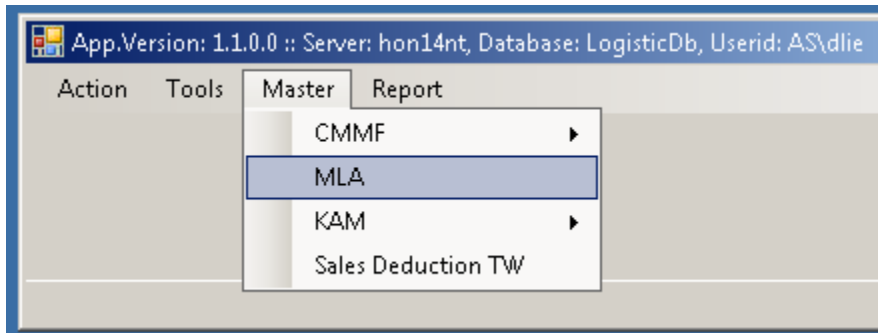
DialogCMMFTW	
CMMF	<input type="text"/>
Local CMMF	<input type="text"/>
Product Type	<input type="text"/>
Sub Product Type	<input type="text"/>
Reference No	<input type="text"/>
Product Range	<input type="text"/>
Chinese Product Description	<input type="text"/>
Product Description	<input type="text"/>
NSP (TW)	<input type="text"/>
NSP (USD)	<input type="text"/>
<input type="button" value="OK"/> <input type="button" value="Cancel"/>	

Note:

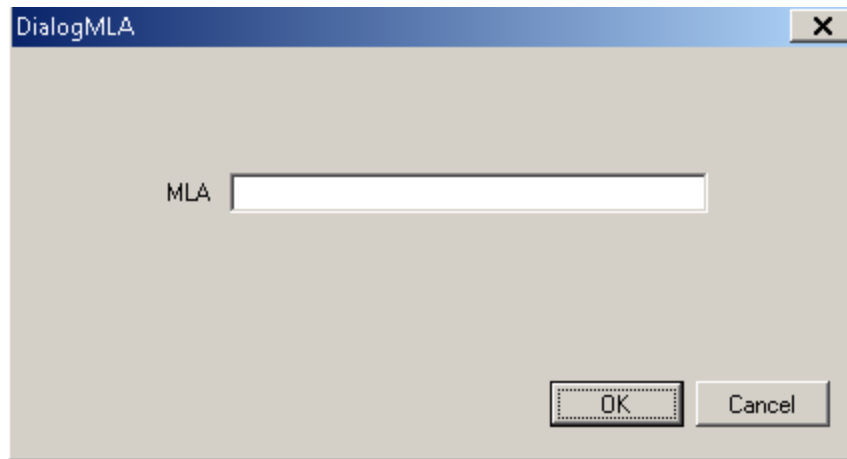
After you modified the record(s) (Add, Update, Delete), you MUST click button Commit to DB, to save your modification to Database.

## 4.3 MLA

Master > MLA

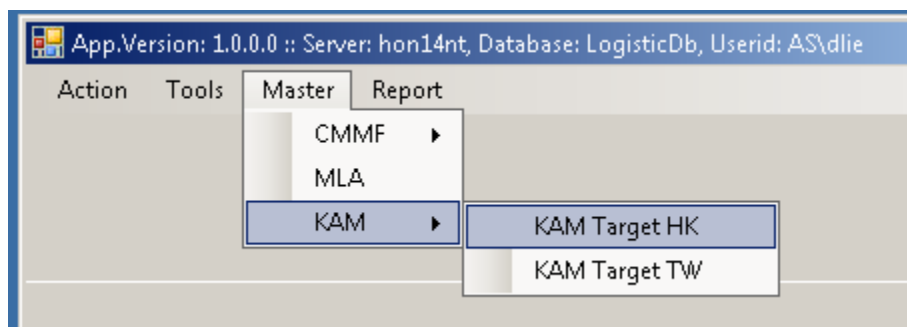


Dialog Interface Add or Update



#### 4.4 KAM Target HK

Master > KAM > KAM Target HK



Note:

After you modified the record(s) (Add, Update, Delete), you MUST click button Commit to DB, To save your modification to Database.

The image shows a window titled "FormKAMTarget". At the top, there is a menu bar with the following options: Add, Update, Delete, Commit to DB, Refresh, and Filter. Below the menu bar is a table with five columns: KAM, Period, Product Type, SD%, and Target Gross. The table is currently empty. At the bottom of the window, there is a status bar that says "Done." and a small text input field.

KAM	Period	Product Type	SD%	Target Gross
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Dialog Interface for Add or Update

The image shows a dialog box titled "DialogHKParamModel". It contains five input fields, each with a label to its left: KAM, Product Type, Period, SD%, and Target Gross. The "Period" field is currently set to "Sep-2016". At the bottom right of the dialog, there are two buttons: "OK" and "Cancel".

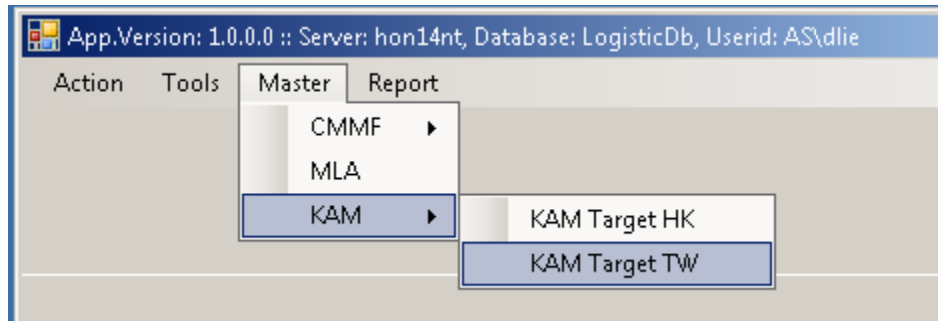
**Note:**

After you modified the record(s) (Add, Update, Delete), you MUST click button Commit to DB, To save your modification to Database.



## 4.5 KAM Target TW

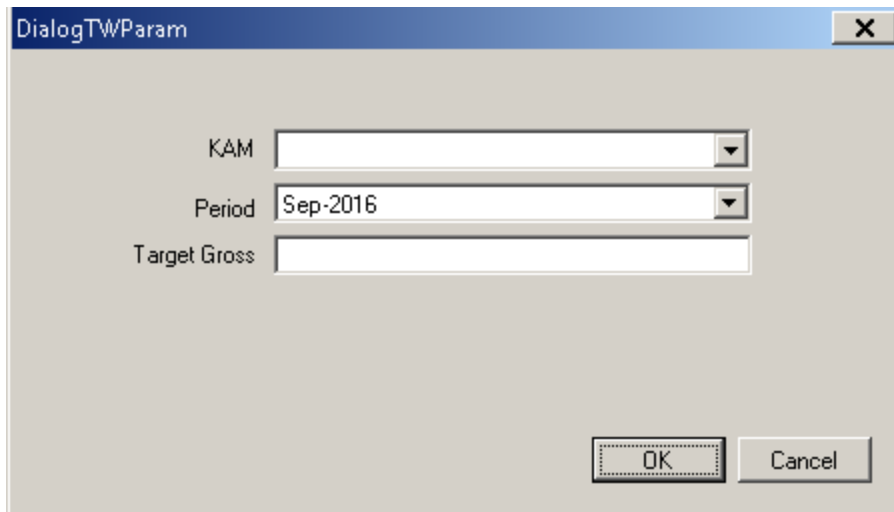
Master > KAM > KAM Target TW



The screenshot shows the 'FormKAMTargetTW' dialog box. It has a title bar with standard window controls and a menu bar with 'Add', 'Update', 'Delete', 'Commit to DB', 'Refresh', and 'Filter'. Below the menu bar is a table with four columns: 'KAM', 'Period', and 'Target Gross'. The table contains 24 rows of data for two users, Jerry and Marco, covering the period from September 2016 to May 2017. The status bar at the bottom indicates 'Done.'.

KAM	Period	Target Gross
Jerry	2016-Sep	12029
Jerry	2016-Oct	6428
Jerry	2016-Nov	5344
Jerry	2016-Dec	10646
Jerry	2017-Jan	10754
Jerry	2017-Feb	10754
Jerry	2017-Mar	5121
Jerry	2017-Apr	11267
Jerry	2017-May	5343
Jerry	2017-Jun	4915
Jerry	2017-Jul	6010
Jerry	2017-Aug	5677
Marco	2016-Sep	3604
Marco	2016-Oct	8183
Marco	2016-Nov	8495
Marco	2016-Dec	4404
Marco	2017-Jan	4038
Marco	2017-Feb	4038
Marco	2017-Mar	3116
Marco	2017-Apr	6926
Marco	2017-May	5326

Dialog Interface for Add or Update



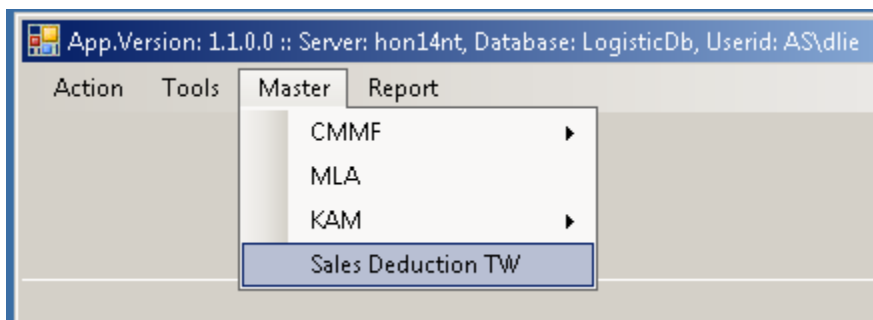
A screenshot of a Windows-style dialog box titled "DialogTWParam". It contains three input fields: "KAM" (a dropdown menu), "Period" (a dropdown menu showing "Sep-2016"), and "Target Gross" (a text box). At the bottom right, there are two buttons: "OK" and "Cancel".

Note:

After you modified the record(s) (Add, Update, Delete), you MUST click button Commit to DB, To save your modification to Database.

## 4.6 Sales Deduction TW

Master > Sales Deduction TW



FormSalesDeductionTW

Add Update Delete Commit to DB Refresh Filter

	Group Name	SD%
▶	C4	28%
	COSTCO	11%
	RT MART	27%
	OT MASS	32%
	LP	0%
	DS	4%
	CREATA	0%
	OTT DISTI	0%

Done.

Finish